US and Mexico
Investor Day 2018

21 September 2018
San Diego, US and Tijuana, Mexico
# Morning Agenda

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Presenter</th>
<th>Role</th>
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<tbody>
<tr>
<td>8:30am</td>
<td>Welcome</td>
<td>Marcus Driller</td>
<td>General Manager Corporate</td>
</tr>
<tr>
<td>8:30am</td>
<td>Manufacturing Overview</td>
<td>Andrew Somervell</td>
<td>VP - Products &amp; Technology</td>
</tr>
<tr>
<td>8:45am</td>
<td>Mexico: Delivering Sustainable Growth</td>
<td>Raul Sanchez, Malena Ortiz</td>
<td>General Director Mexico Operations Finance &amp; Group Services Director</td>
</tr>
<tr>
<td>9:30am</td>
<td>Tour of Spence Manufacturing Facility</td>
<td>Raul Sanchez</td>
<td>General Director Mexico Operations</td>
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<tr>
<td>10:30am</td>
<td>Complete facility tour and board coach</td>
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<tr>
<td>11:00am</td>
<td>Tour of new Tijuana campus and Melville Manufacturing Facility</td>
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<tr>
<td>11:30am</td>
<td>Depart for San Diego</td>
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<tr>
<td>12:30pm-1:30pm</td>
<td>Lunch break in San Diego</td>
<td></td>
<td>Product hands-on</td>
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Time will be made available at the end of each presentation specifically for questions and answers.
Our approach to
Manufacturing

Dr Andrew Somervell
VP – Products & Technology
F&P Manufacturing Approach

• Grow manufacturing capacity to accommodate future volume growth
  - Modest growth in NZ
  - Most growth outside NZ

• Co-location of R&D and manufacturing in NZ: a competitive advantage

• Ongoing efficiency improvements:
  - Continuous improvement culture
  - Lean, Six Sigma, Automation, Supply Chain optimization
Overview of F&P Manufacturing Facilities

• New Zealand:
  - Pilot manufacturing
  - 3 buildings, ~19,000m² manufacturing floor space
  - 4 buildings online ~2020

• Mexico:
  - 34% of total output in FY18
  - ~9,000m² manufacturing floor space
  - La Encantada: 15 hectares land
  - Second Mexican facility complete FY19
  - More than doubles available Mexico manufacturing floor space
Planning for our future growth

• Space for four ~20,000 m² facilities at La Encantada site in Tijuana, Mexico

• Additional manufacturing space planned for future new buildings in Auckland, NZ

• Explore additional manufacturing locations:
  - Further geographic risk mitigation
  - Further COGS efficiencies via supply chain optimization
  - Criteria includes:
    • Medical device infrastructure and availability of expertise
    • Ease of collaboration: time zone overlap, language
Questions?

Dr Andrew Somervell
VP - Products & Technology
Mexico: Delivering Sustainable Growth

Raul Sanchez
General Director Mexico Operations

Malena Ortiz
Finance & Group Services Director
Overview of Mexican Operations

- **74.9 years** life expectancy
- **1.8%** annual population growth
- **27** average work force age
- **1.2 million people** Labor force

Tijuana has become a World Capital in the manufacture of Medical Devices.

**10,462 km**
Distance from Auckland to Tijuana

**Tijuana Benefits**
- Time zones overlap.
- Medical device manufacturing skills.
- Proximity to major North America markets.
- Low and relatively stable manufacturing labor costs.
- Bilingual (Spanish|English).

Source: Tijuana Medical Cluster/Instituto Nacional de Estadística y Geografía (INEGI)
Medical Device Industry in Tijuana

>2.4 million employees in the Maquiladora Industry in Mexico in 5,000+ companies.

>290,000 employed in Baja California in 900+ companies.

>200,000 employed in Tijuana in 500+ companies.

>38,000 people

44+ Medical Device manufacturing plants in Tijuana.

Nearly all of Tijuana’s 44+ medical device manufacturing firms operate under FDA or CE marking regulatory requirements (depending on final market for products). In addition, over 90% of all medical device manufacturing firms are certified under ISO -13485, ISO 9000 or other quality management standards.
Our Journey

2009
- Lease agreement signed and fit-out starts.
- First full face mask shipped.
- First breathing circuit shipped.

2010
- Fit-out completed.

2011
- First shipments to Europe.
- Received Japan accreditation.

2012
- Started HC405 mask production.
- Second chamber line installed.

2013
- Commenced production of Evaqua II.

2014
- Commenced production of Optiflow products.
- Commenced production of Eson.

2015
- Started production of Simplus mask.
- Implemented SAP.

2016
- Started production of nasal prongs and Nivairo mask.
- Negotiated purchase of new Tijuana campus.

2017
- Land purchased and contract agreement for construction of Building 1 for MX2.

2018
- Started production of Optiflow Jr 2.
- MX2 to be completed.
La Encantada Campus, Tijuana, Mexico

Potential Building 3 Site

Potential Building 4 Site

Building 2

Potential Building 5 Site
Melville Building, La Encantada Campus

72% Building Progress

Estimated Completion: End of 2018

Building Size m² 22,888
Our People

NUMBER OF EMPLOYEES IN MEXICO

1,000+ associates

FY11: 243
FY12: 334
FY13: 373
FY14: 469
FY15: 507
FY16: 667
FY17: 826
FY18: 917

44% Male
56% Female
64% Direct
36% Indirect
Why Our People Stay

We recognize that having engaged employees has tangible business benefits for our employees and our customers.

Engagement: for Aon Hewitt surveyed companies

Upper Quartile

Annual Turnover Rate

F&P

City Average *

21.8%

79.3%

*Source: Ruiz-Morales y Asociados Firm
Continuing Education

We believe that education is not an opportunity but an investment in our future.

Educational Program:
- 07 Master’s Degree
- 09 Bachelor’s Degree
- 84 High School

Graduates:
- 02 Master’s Degree
- 01 Bachelor’s Degree
- 18 High School
Mexico Objectives

- License to Operate
- Supply Chain Integration
- Process Focused
- Business Innovation
- Operational Excellence
Operational Excellence

Creating long-term and sustainable solutions rather than leaving temporary fixes in place.
People Initiatives

56+ Kaizen Events  38+ Lean | Six Sigma Certifications

Workplace Optimization

Before

After
Employee Health & Safety

We know that **tomorrow matters as much as today**.

We are one connected family and what makes us **family is our commitment to work well and live better**.
Workstation Ergonomics

Before

After
We have a quality system that is set up to ensure the safety and efficacy of our products. But most importantly, it comes down to an attitude of doing the best for patients.
Founders

Our people are our strength and our ongoing success is a direct result of their skills and expertise.
Thanks | Gracias
Questions?

Raul Sanchez
General Director Mexico Operations

Malena Ortiz
Finance & Group Services Director
# Afternoon Agenda

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<tr>
<th>Time</th>
<th>Session</th>
<th>Presenter</th>
<th>Title</th>
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<tr>
<td>1:30pm</td>
<td>Sustainable Profitable Growth</td>
<td>Lewis Gradon</td>
<td>Managing Director &amp; CEO</td>
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<tr>
<td>1:40pm</td>
<td>Global Sales Approach</td>
<td>Paul Shearer</td>
<td>Senior VP – Sales &amp; Marketing</td>
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<tr>
<td>2:00pm</td>
<td>North American Overview</td>
<td>Justin Callahan</td>
<td>President – US Operations</td>
</tr>
<tr>
<td>2:25pm</td>
<td>US Hospital Overview</td>
<td>Steve Lacke, Steve Wilson</td>
<td>VP Sales &amp; Marketing – US Hospital, National Sales Manager – US Hospital</td>
</tr>
<tr>
<td>2:50pm</td>
<td>Break</td>
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<tr>
<td>3:00pm</td>
<td>Guest Presentation – Hospital Customer</td>
<td>Dr Tim Morris</td>
<td>UC San Diego School of Medicine</td>
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<tr>
<td>3:40pm</td>
<td>US Homecare Overview</td>
<td>Steve Polgar</td>
<td>VP Sales &amp; Marketing – US Homecare</td>
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<tr>
<td>4:00pm</td>
<td>Guest Presentation – Homecare Customer</td>
<td>John Olivas Rodolfo Blain</td>
<td>President - Homecare Dimensions, VP HME – Homecare Dimensions</td>
</tr>
<tr>
<td>4:30pm</td>
<td>Closing comments</td>
<td>Lewis Gradon</td>
<td>Managing Director &amp; CEO</td>
</tr>
<tr>
<td>4:35pm - 5:00pm</td>
<td>Product hands-on and further opportunity to speak with FPH team</td>
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Time will be made available at the end of each presentation specifically for questions and answers.
OUR ASPIRATION: Sustainably DOUBLING our constant currency revenue every 5-6 years.

*CONSTANT CURRENCY
Global Sales Approach

Paul Shearer
Senior VP - Sales & Marketing
Strong Global Presence

REVENUE BY REGION
12 MONTHS TO 31 MARCH 2018

North America: 47%
Europe: 30%
Asia Pacific: 18%
Other: 5%
Multi-Channel Distribution Model

**OEM SALES**
- Ventilator manufacturers
- Access global sales networks
- Seeds market for distributors

**DISTRIBUTOR**
- Leverage third party investment
- 100+ distributors worldwide

**DISTRIBUTOR APPOINTS F&P SPECIALISTS**
- Increased focus

**IN-MARKET MANAGER**
- Increase understanding of market
- Provide year-round in-market support

**DIRECT SALES OPERATION**
- Control of sales process
- Sales force focus
- Accelerates sales
Sales Force Effectiveness and Efficiency

• Plan to expand international sales teams
• Growth of sales teams in all geographic regions:
  - North America
  - Europe
  - Asia/Pacific
  - Rest of World
• Focus on continuous improvement
• Plan to increase sales revenue per person, assisted by:
  - More products for each rep to sell
  - Easier to use products reducing amount of time spent by reps with in-servicing and training
  - Stronger clinical outcomes data
• Typically takes 2-3 years for sales rep to be fully productive
  - Improvements to training and on-boarding processes

LONG TERM OPERATING MARGIN TARGET

![Graph showing long term operating margin target with years 2014 to 2018 and EBIT margin target]
Clinical Change Process

PROCESS DEVELOPMENT FEEDBACK

Trusted Advisor

LONG COMPLEX SALES CYCLE
Importance of the North American Market to FPH

- Largest medical device market in the world
  - Complex structure
  - Dynamic
- Our largest market – 47% of revenue FY18
- Successful team
  - Started with 2 people in 1996
  - Revenue CAGR ~20%
  - Now have 150+ sales reps
  - Driving clinical change
Questions?

Paul Shearer
Senior VP - Sales & Marketing
North American Overview

Justin Callahan, President
Fisher & Paykel Healthcare Inc.
Overview of our North American Business

NORTH AMERICAN REVENUE US$M

NORTH AMERICAN EMPLOYEES

8,000+ direct customers
250,000 square feet of distribution facilities
300+ employees
# Customers & Distribution Channels

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<th>Customer</th>
<th>Distribution Channel</th>
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<td><strong>Hospital</strong></td>
<td><strong>Acute Care Hospitals</strong></td>
<td><strong>Distribution Partners</strong></td>
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<tr>
<td>High Flow Therapy</td>
<td>Pulmonary Physicians</td>
<td>F&amp;P Direct</td>
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<tr>
<td>NIV Humidification &amp; Masks</td>
<td>Respiratory Therapist</td>
<td>Group Purchasing Organizations (GPOs)</td>
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<tr>
<td>Invasive Humidification</td>
<td>Nursing</td>
<td>Integrated Delivery Networks (IDNs)</td>
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<tr>
<td>Infant CPAP</td>
<td>Supply Chain</td>
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<tr>
<td>Infant Resuscitation</td>
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<tr>
<td><strong>Homecare</strong></td>
<td><strong>Homecare Providers</strong></td>
<td><strong>F&amp;P Direct</strong></td>
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<tr>
<td>High Flow Therapy</td>
<td>Sleep Labs</td>
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<tr>
<td>Sleep Therapy</td>
<td>Pulmonary Physicians</td>
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How does payment work?

HOSPITAL

- Payor
- PATIENT
- Hospital
- Physician
- GPO/IDN
- Distributors

HOMECARE

- Payor
- PATIENT
- DME
- Physician

Reimbursement

DRG - Diagnosis Related Groups
Reimbursement tied to specific diagnosis during inpatient stay.

FFS - Fee for Service
Reimbursement generally tied to specific product HCPC code for use in the home.
Our People and Our Culture

North American engagement score
Global top quartile

for AON Hewitt surveyed companies

North American average tenure
5 years

45% Female 55% Male

We believe our people are our strength, and that an engaged workforce drives our success.

We know it takes several years for a sales rep to become fully effective due to our long complex sales cycle. We recruit people with a long term view, who are committed to becoming trusted clinical advisors to our customers.
Questions?

Justin Callahan, President
Fisher & Paykel Healthcare Inc.
US Hospital Overview

Steve Lacke, VP Sales & Marketing
Steve Wilson, National Sales Manager
Our Route to Market

**Group Purchasing Organizations**

Represent ~98% of US hospitals

Combine the buying power of their members

Negotiate standardized pricing and contract terms
GPO Process

MEMBERSHIP

NEGOTIATE:
> PRICING
> CONTRACTS
> FEES

HOSPITAL

PROMOTION TO HOSPITALS
Estimated GPO Market Share

MARKET SHARE

- Vizient: 11%
- Premier: 4%
- HealthTrust: 14%
- Intalere: 24%
- Others: 47%

Source: Becker Hospital Review 2017
An IDN is a **network of facilities that work together** to offer a continuum of care to a specific geographic area or market.

**Negotiate dollar and volume commitments** with GPO contracted suppliers.
Health of US Hospitals/Regulatory Environment

Challenges

Healthcare costs and spending exceed rates of inflation - Medicare Office of Actuary estimates healthcare spending will grow at an average rate of 5.8% from 2015 to 2025, 1.3% greater than the expected increase in GDP.

Pricing pressure - CMS implementation of bundled payments affects all industries serving healthcare and encourages providers to move to value vs. volume and lower cost of care settings.

Physician shortages - Challenges to move to cyber medicine and electronic forms of patient/doctor interactions and reducing admissions and readmission to the acute care setting.

Impact on FPH

Recent studies documenting the impact on outcomes, patient compliance, length of stay, and readmission with Optiflow nasal high flow therapy means we are well placed to help hospitals address these challenges.

Source: Becker Hospital Review, KPMG 2018 Healthcare & Life Sciences Outlook, Kaiser Family Foundations
Our Key Products in the Hospital

- Resuscitation
- Invasive ventilation
- Non-invasive ventilation
- Nasal high flow
- Oxygen therapy
Optiflow Nasal High Flow Therapy

Optiflow Nasal High Flow therapy has been **clinically proven to reduce the escalation of care** when compared to other more conventional therapies (*Oxygen Cannula, Oxygen Mask, NIV*).

Reducing the escalation of care within the acute care facility provides a positive impact by **reducing healthcare cost** and **improving patient satisfaction**.
Optiflow – Key Focus of our Sales Team

• Sales teams focused on changing clinical practice within the acute care facility to drive adoption:
  - Physician Education (Pulmonary, Nursing, Respiratory Therapy, Hospitalist, Emergency Medicine)
  - Increasing the exposure to powerful clinical research
  - Conducting clinical symposia by key opinion leaders in the field of critical care medicine

• Targeting emergency medicine and intensive care

• Broadening acceptance across our customer base at early stages of adoption.

• Sales teams becoming **Trusted Advisors**
Decision makers in the hospital – who’s involved?

Respiratory Therapist (RT)

- Diagnose patients, recommend treatments
- Recommend therapy change
- Managing all respiratory equipment
- Educating patients and families
- Introduce new products/therapies
- Can be a gateway to the physician

Procurement/Finance

e.g. pricing tier system

Director

Nursing

Quality Analysis

Clinical Educator
Continuum of Care

• Market leading position in invasive ventilation

• Working closely with clinicians across the healthcare continuum as Trusted Advisors

• Allows opportunities to provide solutions and support across the treatment continuum

• Strong partnerships with GPOs that capture our entire portfolio

• Well established distribution network
Questions?

Steve Lacke, VP Sales & Marketing
Steve Wilson, National Sales Manager
Afternoon Break
Nasal High Flow Therapy: UCSD Perspective

Timothy A. Morris, M.D.
Professor of Medicine
Division of Pulmonary and Critical Care Medicine
Medical Director, Respiratory Care
University of California, San Diego

Disclosure: Timothy Morris, M.D. will be reimbursed by Fisher & Paykel Healthcare for any expenses incurred in connection with his participation in today’s event.
UC San Diego Healthcare

- UCSD Hillcrest Medical Center (390 beds)
- Jacobs Medical Center (364 beds)
- Sulpizio Cardiovascular Center (54 beds)

- Average Daily Census: 504
- Annual Discharges: 29,200
- Average Length of Stay: 6.13
- Emergency Visits: 77,603
My roles

- Medical Director, Respiratory Care Department
- Medical Director, Pulmonary Physiology Lab
- Clinical Service Chief, Pulmonary and Critical Care
- Critical care physician
- Past-president, National Association for Medical Direction of Respiratory Care
- President, Respiratory Compromise Institute
Clinical niches at UCSD

• Provide oxygen to alveoli
Provision of oxygen

• $\text{FO}_2$ of
  – 2 LPM NC
  – 6 LPM NC
  – 10 LPM face mask
  – 100% non-rebreather mask
Inspiratory flow rates

350 L/min

30 L/min
Supplied vs entrained air

- Supplied air: 2 LPM 100% O$_2$
- Entrained air: 21% O$_2$

Inspiratory flow
Supplied vs entrained air

6 LPM 100% O2

21% O2

??% O₂

Inspiratory flow
Supplied vs entrained air

60 LPM 100% O2

21% O2

??% O₂

Inspiratory flow
Clinical niches at UCSD

- Provide oxygen to alveoli
  - Pneumonia
  - Lung inflammation
  - Pneumothroax
Clinical niches at UCSD

- Provide oxygen to alveoli
- Provide water to airways
Humidity
Jungle humidity
Alveoli are 100% humid at 37°C
Where does the water come from?

![Graph showing amount of water in air at 100% relative humidity across a range of temperatures.]

- Alveolar air
- Ambient air this week
Evaporation from airways

Hair-like projections called cilia line the primary bronchus to remove microbes and debris from the interior of the lungs.

Cilia
Primary bronchus
Goblet cell
Mucociliary clearance

1: Dissolution
2: Mucociliary Clearance
3: Macrophage phagocytosis
4: Translocation
Clinical niches at UCSD

• Provide oxygen to alveoli

• Provide water to airways
  – bronchiectasis
  – cystic fibrosis
  – chronic bronchitis
  – asthma
  – diffuse panbronchiolitis
  – plastic bronchitis
  – primary ciliary dyskinesia
Clinical niches at UCSD

- Provide oxygen to alveoli
- Provide water to airways
- Mechanical support to ventilation
Increase the inspiratory support
Clinical niches at UCSD

- Provide oxygen to alveoli
- Provide water to airways
- Mechanical support to ventilation
  - Neuromuscular weakness
  - Rib fractures etc.
Increase the PEEP
Normal Alveoli
Emphysoma
Beginning of Exhalation

Normal

Airway Obstruction
End of Exhalation

Normal

Airway Obstruction
Applied Pressure to Counter PEEP$_i$

Airway Obstruction

Applied Pressure
Clinical niches at UCSD

• Provide oxygen to alveoli
• Provide water to airways
• Mechanical support to ventilation
  – Neuromuscular weakness
  – Rib fractures etc.
  – COPD
Clinical niches at UCSD

• Provide oxygen to alveoli
• Provide water to airways
• Mechanical support to ventilation
• Increase intrathoracic pressure
CHF
CHF and positive intra-thoracic pressure
Positive intra-thoracic pressure during CHF...

- decreases venous return
- reduces right ventricle bulging into left ventricle
- decreases left ventricle work
Clinical niches at UCSD

- Provide oxygen to alveoli
- Provide water to airways
- Mechanical support to ventilation
- Increase intrathoracic pressure
  - Cardiomyopathy
  - Congestive heart failure
Clinical niches at UCSD

- Provide oxygen to alveoli
- Provide water to airways
- Mechanical support to ventilation
- Increase intrathoracic pressure
Thank you
US Homecare Overview

Justin Callahan, President of US Operations
Steve Polgar, VP Sales & Marketing
OSA Market Update

• Growing market – new patients being diagnosed

• DME consolidation in some regions though still a very fragmented market with ~3,000 DMEs nationally

• Reimbursement stabilized

• Proposed changes to competitive bidding look positive for the industry

• Providers continuing to embrace patient resupply
Our Leading-Edge Masks

• Significant focus building awareness and confidence with sleep physicians
The Mask Matters Most™
We work relentlessly for you

“My dad was always making things, fixing something for a neighbour, or building small yachts. He always encouraged me to think about how to improve and make iterations to designs, continuously improving and learning from previous mistakes. But more importantly to never give up and be relentless with whatever you pursue.”

Mel, Masks Industrial Design

We push the limits for you

“My son was born with water in his lungs and was put into NICU on CPAP therapy. It gave me a huge appreciation for how a great product can have a profound impact on so many lives. When designing masks, I feel empowered to push the limits of the industry and set new benchmarks for performance and expectation.”

Matt, Masks Product Development

Rest. Assured.
Our focus in OSA

- Continue to grow with new patient starts
  - Patient satisfaction
  - Efficiencies for the homecare provider (acceptance and trailing revenues)
  - Satisfies the referral source
  - Outstanding performance and choice drives the interface to be viewed separately to the CPAP device
F&P SleepStyle – Freedom in Simplicity

- US 510(K) regulatory clearance recently received
- Due for US release early 2019
- Premium positioning, comprehensive comfort features, patient centered

- Fully released in Canada
  - In Canada, SleepStyle has been well received by clinicians and patients
MyAirvo – Nasal High Flow in the Home

• Primary patient group is chronic obstructive pulmonary disease (COPD)
• First significant clinical publication:
  - *International Journal of COPD*
• COPD is a progressive incurable disease that consumes significant healthcare spend and patients suffer a deteriorating quality of life
• Data suggests with humidified high flow therapy we can:
  - Reduce frequency and significance of acute exacerbations (AECOPD)
  - Reduce escalation and improve the patient’s quality of life
MyAirvo - Building awareness

- Building awareness among the medical community
- Connecting pulmonologist with homecare providers to develop pathways for patient access in the home
- Early adopters
  - Monthly rental direct to patients
  - Cash pay patients
  - Direct coverage through vertical health plans
Questions?

Justin Callahan, President of US Operations
Steve Polgar, VP Sales & Marketing
HCD COPD Program

The COPD Program offers comprehensive, personalized care for people with Chronic Obstructive Pulmonary Disease (COPD)

John Olivas, President
Rodolfo Blain, VP HME
Disclosure

John Olivas and Rodolfo Blain will be reimbursed by Fisher & Paykel Healthcare for any expenses incurred in connection with their participation in today’s event.
Equipment for Improved Living

Durable Medical Equipment
- Negative Pressure Wound Therapy
- Hospital Beds
- Gel Mattresses
- Low Air Loss Mattresses
- Trapeze Bars
- Wheelchairs
- Bariatric Equipment
- Walker With Wheels
- Rollators
- Enteral Nutrition
- Feeding Pumps
- Tens Units
- Incontinence Supplies
- Ventilators
- Oxygen Concentrators
- O2 Conserving Devices
- Nebulizers
- CPAP/BiPAP/BIPAPST
- Suction Machines
- Pulse Oximetry

DME Client Services
- Asthma Education
- Clinical Assessment – Hospital (pre-discharge)
- Clinical Assessment – Home/Family Evaluation and Education
- Clinical Assessment—Respiratory Evaluation and Consultation
- Home Safety Assessment
- OSA 90-day Follow Up and Mask/HG/Tubing Replacement Service
- Overnight Oximetry
- CPAP/BiPAP Compliance Reporting
- Portable Home/Sleep Study (Non-Medicare)
- Clinical Staff Training/DME Education
COPD Program Goals

- Prevent disease progression
- Relieve symptoms
- Improve exercise tolerance
- Improve health status
- Prevent and treat complications
- Prevent and treat exacerbations, reducing hospital admissions
- Improve overall quality of life
- People who learn about their COPD and treatment plan are better able to recognize symptoms and take appropriate action.
COPD Education

- What is COPD
- Respiratory System
- What Happens to Your lungs with COPD
- Medication Delivery Devices
- Metered Dose Inhaler and Proper Use
- Nebulizer and Proper Use
- Albuterol
- Home Oxygen
- When to call your Primary Care Physician
Standard COPD Program Length

The standard COPD program stay will last 5 weeks with an extra 1 week to be reserved for as needed (PRN). The first week will run Monday through Friday with scheduled 1 hour daily sessions as follows:

- Week 1, Monday through Friday with scheduled 1 hour daily sessions to accommodate a Q4 hour frequency
- Week 2, Monday, Wednesday and Friday with scheduled 1 hour sessions to accommodate a Q6 hour frequency
- Week 3, Tuesday and Thursday with scheduled 1 hour sessions to accommodate a QID frequency
- Week 4, Tuesday and Thursday with scheduled 1 hour sessions to accommodate a TID and PRN frequency
- Week 5, Wednesday with scheduled 1 hour sessions to accommodate and re-enforce a bid and PRN frequency
- Week 6, to be used as needed to evaluate and titrate or re-evaluate the patient's response and/or lack of response to therapy.
COPD Program and Airvo

INDICATION FOR AIRVO 2 HIGH FLOW HUMIDIFICATION

- Reoccurring Hospitalizations due to COPD exacerbation (Yellow Zone)
- Potential for/or Presence of Atelectasis
- Bronchospasm
- Bronchiectasis
- Need for Hydration and of Retained Secretions
- Need for Heated Humidification
  - Impaired Mucociliary Clearance of Secretions from Lung
  - Retained Bronco Pulmonary Secretions
  - Tracheal bronchial Mucosal Congestion and Laryngeal Stridor
Airvo Case 1

- 70 y/o Hispanic female presented with diagnosis of COPD
- 3 prior hospitalizations last one 04/03/18
- Admitted into COPD program on 05/16/18 w/Airvo
- Followed for the initial four week COPD program visits in which her vital signs remained within normal limits, but with a noted improvement of her bilateral breath sounds to clear throughout
- **No Further Hospitalizations since**
83 y/o Hispanic male presented with diagnosis of COPD
Multiple hospitalizations for exacerbation of his COPD
Most recent hospitalization was in 06/17/18 for 10 days
Admitted post hospitalization 06/28/18
His bilateral breath sounds were with rhonchi to upper lobes and diminished to the lower bases with a nonproductive dry cough. It must be noted, that the patient has a long history of exposure to asbestos since he worked with that material in his youth.
On 07/18/18 there was a marked improvement to his bilateral breath sounds with scattered rhonchi throughout and expiratory wheezing to upper lobes with a productive cough on demand with small amount of thin clear secretions.

No Further Hospitalizations since
Airvo Case 3

- 66 y/o Hispanic male presented with diagnosis of COPD
- Two prior hospitalizations for COPD exacerbation
- admitted into COPD program on 07/18/18
- patient completed the COPD program with unremarkable results and no visits to the ER and no hospitalizations.
Closing Comments

Lewis Gradon
Managing Director & CEO